

## Message Text

UNCLASSIFIED

PAGE 01 SEOUL 05225 231502Z

ACTION EB-07

INFO OCT-01 EA-09 ISO-00 STR-04 TRSE-00 COME-00

CIAE-00 INR-07 NSAE-00 INRE-00 SSO-00 /028 W

-----059186 231527Z /50

O 230840Z JUN 77

FM AMEMBASSY SEOUL

TO SECSTATE WASHDC IMMEDIATE 4679

UNCLAS SEOUL 5225

E.O. 11652: N/A

TAGS: ETRD, KS

SUBJECT: GSP: MICROSCOPIC SLIDES AND GLASSES

REF: A. STATE 142488, B. SEOUL 4992

1. EMBASSY HAS CONTACTED MR. H. K. LEE, MANAGING DIRECTOR OF TRADING DEPARTMENT OF HYUN DAI PHARMACEUTICAL COMPANY, LTD. HE SAID THAT THE COMPANY MANUFACTURES THE SUBJECT PRODUCT, WITH KOREAN MADE GLASS SHEETS, BUT MNLY FOR DOMESTIC CONSUMPTION. THEY HAVE TRIED TO EXPORT THE ITEM TO THE U.S. AND SENT QUOTATIONS. HOWEVER, BECAUSE OF QUALITY AND PRICE PROBLEMS, NO SALES HAVE BEEN MADE. THEREFORE, SO YOUNG IND. CO., TO BEST OF EMBASSY KNOWLEDGE, IS ONLY MAKER OF MICROSCOPIC SLIDES AND GLASSES FOR EXPORTS.

2. SO YOUNG IND. CO. HAS IMPORTED THE ACTUAL GLASS FROM SWITZERLAND SINCE 1976. THEY HAD IMPORTED THE GLASS SHEETS FROM TAIWAN AND WEST GERMANY IN 1975. DIMENSIONS OF IMPORTED GLASS SHEETS FROM SWITZERLAND ARE 25 IN. X 31 IN. X 1 MM. THE FIRM CUTS THE IMPORTED SHEETS OF GLASS INTO PIECES, 2.6 CM X 7.6 CM AND GRINDS THE PIECES INTO 2.5 CM X 7.5 CM SIZES, THEN WASHES IT WITH PURIFIED WATER. NEXT STEP IS PACKING.

3. SO YOUNG IMPORTED 82,513 SHEETS (\$82,606) OF GLASS FROM  
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PAGE 02 SEOUL 05225 231502Z

SWITZERLAND DURING JANUARY 1976 THROUGH MAY 1977 FOR BOTH DOMESTIC CONSUMPTION AND EXPORTS TO WORLD. THE FIRM EXPORTED TO THE U.S. 11,440 BOXES (\$7,833) IN 1975; 8,880 BOXES (\$6,225) IN 1976 AND 129,000 BOXES (\$81,110) DURING THE FIRST FIVE MONTHS OF 1977 TOTAL EXPORTS OF THE SUBJECT ITEM TO THE WORLD REACHED 500,000 BOXES (\$400,000) JANUARY-MAY 1977.

4. THE FIRM'S ANNUAL CAPACITY IS 360,000 BOXES RPT BOXES  
(NOT SHEETS, AS STATED IN REFTEL B) OF MICROSCOPIC SLIDES.  
ONE BOX CONTAINS 72 PIECES OF SLIDES.  
SNEIDER

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NNN

## Message Attributes

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**Channel Indicators:** n/a  
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**Concepts:** LABORATORY EQUIPMENT, EXPORTS, GENERALIZED PREFERENCES (TARIFFS)  
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**Reference:** 77 STATE 142488, 77 SEOUL 4992  
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**TAGS:** ETRD, KS, US  
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**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
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